

Message Text

UNCLASSIFIED

PAGE 01 HONG K 07739 091137Z

46

ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 INT-05 TRSE-00 OMB-01 NEA-10

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P R 090930Z JUL 75

FM AMCONSUL HONG KONG

TO AMEMBASSY COLOMBO PRIORITY

INFO SECSTATE WASHDC 5810

UNCLAS HONG KONG 7739

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: VISIT OF ALCOA OFFICIAL

1. A PROMINENT AMERICAN BUSINESSMAN WILL BE IN COLOMBO ON FRIDAY, JULY 11 AND WILL BE SEEKING ADVICE AND ASSISTANCE FROM THE EMBASSY.

2. MR. ROBERT GOODWIN, VICE PRESIDENT OF THE HONG KONG AMERICAN CHAMBER OF COMMERCE, AND MANAGING DIRECTOR OF THE REGIONAL OFFICE OF THE ALUMINUM COMPANY OF AMERICA, WILL ARRIVE IN COLOMBO THE EVENING OF JULY 10. THE ALCOA EXECTIVE WILL BE INTERESTED IN THE DEGREE OF SUCCESS OF HIS COMPANY'S BID ON THE US 3-1/2 MILLION DOLLARS TENDER FOR ALUMINUM RAILROAD CAR MATERIALS BY THE CEYLON TRANSPORT AUTHORITY.

3. MR. GOODWIN BELIEVES THAT THE AMERICAN BID WILL BE CLOSELY CONTESTED BY THE FRENCH AND BELGIAN ALUMINUM INTEREST. HE HAS BEEN LED TO BELIEVE, HOWEVER, THAT EVEN AFTER BIDS ARE OPENED, THE TERMS ARE NEGOTIABLE. THIS IS THE PRINCIPAL REASON FOR HIS TRIP.

4. HE WISHES TO PAY A COURTESY CALL ON AMBASSADOR VAN HOLLEN IF THE AMBASSADOR'S SCHEDULE PERMITS AND DISCUSS THE BUSINESS OUTLOOK IN SRI LANKA WITH THE COMMERCIAL ATTACHE.

CROSS

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NNN

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